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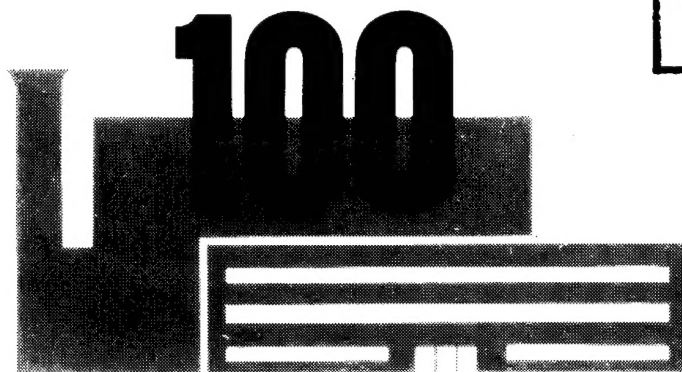
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100 COMPANIES

RECEIVING THE LARGEST DOLLAR VOLUME
OF PRIME CONTRACT AWARDS

Fiscal Year 1994

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Fiscal Year 1994

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FOREWORD

100 Companies Receiving the Largest Dollar Volume of Prime Contract Awards is published annually. This report contains summary data on the 100 companies, including their subsidiaries, which were awarded the largest total dollar volume of Department of Defense prime contract awards during fiscal year 1994.

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INTRODUCTION

This report presents summary data on the 100 companies, and their subsidiaries, receiving the largest dollar volume of Department of Defense (DoD) prime contract awards during fiscal year (FY) 1994. Table 1, page 7, lists the 100 companies in alphabetical order and gives their associated rank. Table 2, page 9, identifies the parent companies in rank order, with their subsidiaries, and gives the total net value of awards for both the parent company and its subsidiaries. In many cases, the parent company receives no awards itself, but appears on the list because of its subsidiaries. Table 2 also shows what percentage of the total awards each company's awards represent, as well as the cumulative percentage represented by all companies.

NOTES ON COVERAGE

Data in this report reflect the net value of both debit and credit procurement actions over \$25,000; e.g., the value of a terminated contract, or other downward adjustment to a contract, is deducted from a firm's total award amount, while modifications and other positive adjustments are treated as increases. Procurement actions include definitive contracts, the obligated portions of letter contracts, job orders, task orders, delivery orders, and any other orders against existing contracts. Research and development, services, construction, and supply and equipment contracts, worldwide, are included.

The report does not include those parts of indefinite quantity contracts that have not been translated into specific orders to business firms or those contracts that have not yet become mutually binding agreements between the government and the company. The company totals do not include contracts made by other U.S. Government Agencies and financed with Department of Defense funds or contracts awarded in foreign nations through their respective governments.

DATA RELATING TO COMPANIES IN THIS PUBLICATION ARE SUBJECT TO THE ACCURACY OF THE FEDERAL PROCUREMENT DATA SYSTEM CONTRACTOR ESTABLISHMENT CODE, AND THE ABILITY OF THIS CODING SYSTEM TO DESCRIBE RELATIONSHIPS OF COMPANIES.

HIGHLIGHTS

DoD prime contract awards over \$25,000 totaled \$118.1 billion during FY 1994, \$5.6 billion less than in FY 1993. The 100 firms, and their subsidiaries, receiving the largest amount of DoD contracts in FY 1994 received \$73.1 billion, or 61.9 percent of all awards, primarily for aircraft, missile/space systems, ships, and electronics & communications equipment. In FY 1993, the top 100 companies received \$76.1 billion, or 61.5 percent of all awards.

Exhibit A below shows that the first five companies received 23 percent of the total received by all companies in FY 1994, compared with 21.4 percent during FY 1993. The company ranked as number one during FY 1994, McDonnell Douglas Corp., also ranked as number one in FY 1993, with awards of \$9.3 billion during FY 1994, compared with \$7.5 billion during FY 1993. The smallest total amount received by a company in the FY 1994 Table 2 was \$113.2 million, compared to \$113.9 million in FY 1993.

Exhibit A

Company Position	Percent of Total			
	FY 1994	FY 1993	FY 1992	FY 1991
1	7.8	4.4	5.9	6.3
2	5.5	5.6	4.0	5.7
3	4.4	3.8	3.8	3.6
4	2.7	3.3	3.7	3.2
5	2.6	2.6	3.3	3.0
Total 1-5	23.0	21.4	19.2	21.4
6-10	10.7	9.4	11.7	10.1
11-25	11.8	14.1	14.9	13.3
Total 1-25	45.4	44.9	45.8	44.8
26-50	8.9	9.5	8.9	9.3
51-75	4.7	4.5	4.6	4.9
76-100	2.9	2.6	2.8	3.1
Total 1-100	61.9	61.5	62.1	62.2

Changes in the Top 100 Companies, FY 1993 To FY 1994

Twenty-three companies which did not appear on the list in FY 1993 are among the top 100 companies in FY 1994, see Exhibit B on page 3. Of these, one appears in position 52, one in position 53, and the balance between 58 and 100. The companies which appeared on the FY 1993 list but did not appear on the FY 1994 list are also shown in Exhibit B. Companies are considered as appearing on the list in both fiscal years despite mergers, acquisitions, divestitures, and name changes if a major component of a newly constituted company, or the newly constituted company itself, made the list as a component of a company in the top 100 in the prior year.

Exhibit B

Companies Listed in FY 1994 But not in FY 1993

Arvin Industries, Incorporated
Bechtel Group, Incorporated
Bell Atlantic Corporation
CDA Holding Incorporated
Cia Espanola De Petroleos SA
Clark Enterprises Incorporated
Ensearch Corporation
Federal Prison Industries
Hensel Phelps Construction Company
Hunt Building Corporation
Kuwait Petroleum Corporation
MESC Holdings Incorporated
Morrison Knudsen Corporation (DEL)
Mortenson M A Corporation
OHM Corporation
Philipp Holzmann AG
Salomon Incorporated
Sequa Corporation
T I / Martin Javelin JV
Vanadium Enterprises Corporation
Worldcorp, Incorporated
Xerox Corporation
Zenith Electronics Corporation

Companies Listed in FY 1993 But not in FY 1994

Aerospace Corporation
Barrrett Refining Corporation
Bell Boeing JV
Bombardier Incorporated
CFM International Incorporated
Computer Sciences Raytheon JV
Eaton Corporation
Exide Electronics Corporation
Fluor Corporation
Forstmann Little & Company
Gold Line Refining Limited
Gulfstream Aerospace Corporation
Hewlett-Packard Corporation
Holly Corporation
Kaman Corporation
Machines Bull (Cie Des)
Mobil Oil Corporation
Montedison Spa
National Steel & Shipbuilding Company
Philips Electronics NV
Stewart & Stevenson Services Incorporated
Thiokol Corporation

The most significant change during FY 1994 was the acquisition of Grumman Corporation by Northrop Corporation. Fifteen of the 23 companies listed in FY 1994, but not in FY 1993, were included in the top 200 for FY 1993. Also, 14 of the 22 listed in FY 1993, but not in FY 1994, remain in the top 200.

Primary Procurement Categories of the Top 100 Companies

Although the contract work of many companies on the list includes more than one procurement category, in Exhibit C, page 4, each company has been assigned to the procurement category that accounts for its largest dollar volume of DoD awards; for example, General Electric Co. is a multi-industry company, producing electronic and communications equipment as well as industrial and consumer products. For the purposes of this exhibit, it has been assigned to "Aircraft," the procurement category accounting for its largest dollar volume of DoD contract awards.

Exhibit C

Procurement Category	Number of Companies		
	FY 1994	FY 1993	Change
Aircraft	12	18	- 6
Missiles	14	12	+2
Ships	5	7	- 2
Tank-Automotive	5	5	0
Ammunition	3	4	- 1
Electronics	17	20	- 3
Services	23	21	+2
Construction	11	3	+8
Petroleum	8	9	- 1
Weapons	0	1	- 1
Subsistence	0	0	0
All Other	2	0	+2

Top 10 Companies

The FY 1994 top 10 companies are listed in Exhibit D by rank, along with their FY 1993 rank and the dollar value of the awards received in both FY 1994 and FY 1993. Exhibit E, page 5, describes the major products of these 10 companies.

Exhibit D

Rank		Company Name	Awards (in Billions)	
1994	1993		1994	1993
1	1	McDonnell Douglas Corporation	9.2	7.5
2	2	Lockheed Corporation	6.5	6.9
3	7	Northrop Grumman Corporation	5.2	4.7
4	3	Martin Marietta Corporation	3.1	4.7
5	4	General Motors Corporation	3.0	4.1
6	8	General Dynamics Corporation	2.7	2.1
7	5	Raytheon Corporation	2.7	3.2
8	12	General Electric Company	2.7	1.6
9	6	United Technologies Corporation	2.7	3.1
10	9	Loral Corporation	1.6	1.7

Exhibit E

COMPANY

MAJOR PRODUCTS

1. McDonnell Douglas Corp.

F-18 HORNET, F-15 EAGLE, AV-8 HARRIER, C-10 & C-17 cargo transports, T-45 GOSHAWK and AH-64 APACHE aircraft. TOMAHAWK and HARPOON missile systems. RDT&E related to aircraft and missiles.

2. Lockheed Corp.

TRIDENT missile system. Advanced Tactical Fighter, C-5 GALAXY, C-130 HERCULES, C-141 STARLIFTER, F-4 PHANTOM II, F-16 FALCON, P-3 ORION, S-3 VIKING, and UH-2 Seasprite aircraft. MILSTAR communications. RDT&E for missile/space systems, weapons, aircraft, and electronics/communications equipment.

3. Northrop Grumman Corp.

A-6 INTRUDER, B-1, B-2 STEALTH, C-2 GREYHOUND, E-2 HAWKEYE, EA-6B PROWLER, F-5 FREEDOM fighter, F-14 TOMCAT, F-15 EAGLE, and UH-1 IROQUOIS aircraft. BGM-109 TOMAHAWK, LGM-30 MINUTEMAN, and MX-MISSILE missile systems. AN/FSD JOINT STARS radar and navigational equipment. RDT&E for electronics/communications equipment, and missile/space systems.

4. Martin Marietta Corp.

RDT&E for TITAN missile system, Ballistic Missile Defense systems, and NAVSTAR electronics. HELLFIRE Modular Missile systems. CG-47 AEGIS missiles. AH-64 APACHE aircraft equipment and other miscellaneous aircraft accessories and components. MK-41 Guided Missile Launch.

5. General Motors Corp.

AMRAAM, MAVERICK, TOW, TRIDENT, STINGER, and PEACE SHIELD missile systems. F-15 EAGLE, F-14 TOMCAT, F-18 HORNET, and UH-60 BLACKHAWK aircraft. BRADLEY fighting vehicle. Vehicular power transmission components for ABRAMS (M1/M1A1/M1A2) tanks. RDT&E for missile/space systems, and electronics/communications equipment.

Exhibit E (Concluded)

<u>COMPANY</u>	<u>MAJOR PRODUCTS</u>
6. General Dynamics Corp.	ABRAMS (M1/M1A1/M1A2) tanks. F-16 FALCON fighter aircraft. STINGER, BGM-109 TOMAHAWK, TRIDENT and CGM/HGM-16 ATLAS missiles. Nuclear submarines. RDT&E for combat vehicles, ships, and missile/space systems.
7. Raytheon Company	PATRIOT, AMRAAM, TRIDENT, HAWK, SEA SPARROW, and RIM-66 Standard missile systems and components. Miscellaneous Fire Control equipment. SONAR equipment. RDT&E for electronics/communications equipment and missile/space systems.
8. General Electric Co.	Engines for CH-47 CHINOOK, T-34, T-58, UH-60 BLACKHAWK, F-4 PHANTOM, F-14 TOMCAT, and F-18 HORNET aircraft. AEGIS and Trident missile system components. Vehicular power transmission components for BRADLEY fighting vehicle. RDT&E for missile/space systems, ships, aircraft, and electronics/communication equipment
9. United Technologies Corp.	F-100, F-101, TF-30, TF-33, and J-52 aircraft engines. C-17, AH-1J SEA COBRA, H-13 SIOUX, SH-3D SEA KING, UH-60 BLACKHAWK, SH-60 SEAHAWK, CH-53 SEA STALLION and Advanced Tactical Fighter aircraft. RDT&E for aircraft, electronics/communications equipment, and missile/space systems.
10. Loral Corp.	AH-64 APACHE, C130 HERCULES, F-15 EAGLE, F-16 FALCON, F-18 HORNET, and SH-60 SEAHAWK aircraft components. CHAPARRAL, STINGER, MINUTEMAN, and Multi launch rocket systems. MK-46 torpedo. RDT&E for missile/space systems, electronics/communications equipment and Ballistic Missile Defense systems.

TABLE 1
INDEX OF 100 PARENT COMPANIES WHICH
RECEIVED THE LARGEST DOLLAR VOLUME OF
PRIME CONTRACT AWARDS

FISCAL YEAR 1994

R A N K	PARENT COMPANY	R A N K	PARENT COMPANY
39	ALLIANT TECHSYSTEMS INC	27	INTERNATIONAL BUS MCHS CORP
35	ALLIED SIGNAL INC	74	INTERNATIONAL TECHNOLOGY CORP
95	ARVIN INDUSTRIES INC	86	ISRAEL AIRCRAFT INDUSTRIES LTD
88	ASTRONAUTICS CORP OF AMERICA	24	ITT CORPORATION
28	AT&T CORP	100	JACOBS ENGINEERING GROUP INC
61	ATLANTIC RICHFIELD COMPANY	36	JOHNS HOPKINS UNIVERSITY
16	AVONDALE INDUSTRIES INC	43	JOHNSON CONTROLS INC
90	BATTELLE MEMORIAL INSTITUTE	92	KUWAIT PETROLEUM CORP
69	BECHTEL GROUP INC	11	LITTON INDUSTRIES INC
94	BELL ATLANTIC CORPORATION	2	LOCKHEED CORPORATION
34	BLACK & DECKER CORPORATION	55	LOGICON INC
14	BOEING COMPANY THE	10	LORAL CORPORATION
46	BOEING SKORSKY LHX PROGRAM OFF	71	MAERSK INC
66	BOOZ ALLEN & HAMILTON INC	4	MARTIN MARIETTA CORPORATION
45	CAE INC	49	MASSACHUSETTS INST OF TECH
30	CARLYLE PARTNERS LEVERAGED CAP	1	MCDONNELL DOUGLAS CORPORATION
63	CDA HOLDING INC	65	MESC HOLDINGS INC
99	CERIDIAN CORPORATION	38	MITRE CORPORATION
57	CHEVRON CORPORATION	93	MORRISON KNUDSEN CORP DEL CORP
60	CHRYSLER CORPORATION	80	MORTENSON M A COMPANIES
84	CIA ESPANOLA DE PETROLEOS SA	56	MOTOROLA INC
68	CLARK ENTERPRISES INC	3	NORTHROP GRUMMAN CORPORATION
59	COASTAL CORPORATION	41	NV KON NEDERLANDSE PETROLEUM M
25	COMPUTER SCIENCES CORPORATION	78	OGDEN CORPORATION
91	CSX CORPORATION	87	OHM CORPORATION
70	DRAPER CHARLES STARK LAB INC	37	OLIN CORPORATION
32	DYNACORP	40	OSHKOSH TRUCK CORPORATION
21	E-SYSTEMS INC	97	PHILIPP HOLZMANN AG
72	EG&G INC	7	RAYTHEON COMPANY
89	ENSERCH CORPORATION	50	RENCO GROUP, THE INC
98	ESCO ELECTRONICS CORPORATION	15	ROCKWELL INTERNATIONAL CORP
29	EXXON CORPORATION	52	SALOMON INC
47	FEDERAL EXPRESS CORPORATION	17	SCIENCE APPLICATIONS INTL CORP
83	FEDERAL PRISON INDUSTRIES,	81	SEQUA CORPORATION
26	FMC CORPORATION	79	SVERDRUP CORPORATION
42	FOUNDATION HEALTH CORPORATION	58	T I/MARTIN JAVELIN JOINT VENTR
19	FULCRUM II LIMITED PARTNERSHIP	62	TELEDYNE INC
44	GENCORP INC	31	TENNECO INC
6	GENERAL DYNAMICS CORPORATION	22	TEXAS INSTRUMENTS INCORPORATED
73	GENERAL ELECTRIC CO PLC THE	13	TEXTRON INC
8	GENERAL ELECTRIC COMPANY	33	TRACOR INC
5	GENERAL MOTORS CORPORATION	18	TRW INC
85	GOVERNMENT TECHNOLOGY SERVICES	64	UNC INCORPORATED
20	GTE CORPORATION	23	UNISYS CORPORATION
51	HALLIBURTON COMPANY	9	UNITED TECHNOLOGIES CORP
48	HARRIS CORPORATION	96	VANADIUM ENTERPRISES CORP
75	HENSEL PHELPS CONSTRUCTION CO	12	WESTINGHOUSE ELECTRIC CORP
82	HERCULES INCORPORATED	77	WORLDCORP, INC
54	HONEYWELL INC	67	XEROX CORPORATION
53	HUNT BUILDING CORPORATION	76	ZENITH ELECTRONICS CORPORATION

TABLE 2
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1994

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
	TOTAL	118,114,086	100.00	100.00
	TOTAL, 100 COMPANIES/SUBSIDIARIES	73,111,365	61.89	61.89
1	MCDONNELL DOUGLAS CORPORATION	5,840,532		
	MC DONNELL DOUGLAS SERVICES IN	321		
	MCDONNELL DGLAS FNCL SVCS CORP	3,056,779		
	MCDONNELL DOUGLAS CORPORATION	116,233		
	MCDONNELL DOUGLAS HELICPTR CO	251,130		
	MCDONNELL DOUGLAS TRAINING SYS	1,466		
	TOTAL	9,266,462	7.84	7.84
2	LOCKHEED CORPORATION	3,469,676		
	AIROD SDN BHD	923		
	ANALYTYX ELECTRONIC SYSTEMS,	168		
	LOCKHEED AEROMOD CENTER INC	233,473		
	LOCKHEED AEROPARTS INC	67		
	LOCKHEED AIR TERMINAL INC	40,422		
	LOCKHEED AIRCRAFT SERVICE	1,251		
	LOCKHEED ENGRG & SCIENCES CO	23,428		
	LOCKHEED MISSILES & SPACE CO	2,579,064		
	LOCKHEED SANDERS INC	169,737		
	TOTAL	6,518,209	5.51	13.36
3	NORTHROP GRUMMAN CORPORATION	3,714,632		
	GRUMMAN AEROSPACE CORPORATION	8,931		
	GRUMMAN CORPORATION	1,394,560		
	GRUMMAN DATA SYSTEMS CORP	8,633		
	NORTHROP WORLDWIDE ARCFT SVC	75,407		
	TOTAL	5,202,162	4.40	17.76
4	MARTIN MARIETTA CORPORATION	3,008,876		
	MARTIN MARIETTA SERVICES, INC.	124,769		
	MARTIN MARIETTA TECHNOLOGIES,	37		
	TOTAL	3,133,682	2.65	20.42

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1994

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
5	GENERAL MOTORS CORPORATION ELECTRONIC DATA SYSTEMS CORP G M HUGHES ELECTRONICS CORP GENERAL MOTORS OF CANADA LIMI HUGHES AIRCRAFT COMPANY HUGHES LAN SYSTEMS INC HUGHES MISSILE SYSTEMS CO HUGHES OPTICAL PRODUCTS, CA HUGHES STX CORPORATION PACKARD-HUGHES INTERCONNECT SATURN CORPORATION SPECTROLAB, INC TRANSLANT INC TOTAL	51,424 319,531 872,194 79 944,558 209 781,597 37 6,786 1,420 100 362 62,243 3,040,540	2.57	22.99
6	GENERAL DYNAMICS CORPORATION GENERAL DYNAMICS LAND SYSTEMS MANSOUR GENERAL DYNAMICS LTD TOTAL	1,621,962 1,062,415 116,452 2,800,828	2.37	25.36
7	RAYTHEON COMPANY BEECH AEROSPACE SERVICES, INC BEECH AIRCRAFT CORPORATION RAYTHEON ENGINEERS CONSTRS INTL RAYTHEON SERVICE COMPANY UNITED BEECHCRAFT INC UNITED ENGINEERS & CONSTRS TOTAL	2,217,329 219,441 43,991 355 116,106 715 139,625 2,737,562	2.31	27.68
8	GENERAL ELECTRIC COMPANY ELANO CORPORATION GENERAL ELECTRIC CAPITAL SVCS GENERAL ELECTRIC-DEUTSCHLAND G NATIONAL BROADCASTING CO INC TOTAL	2,700,825 2,220 768 873 110 2,704,796	2.28	29.97
9	UNITED TECHNOLOGIES CORP CARRIER CORPORATION HAMILTON STANDARD INTERNATIONAL FUEL CELLS CORP OTIS ELEVATOR COMPANY PRATT & WHITNEY CANADA INC SIKORSKY SUPPORT SERVICES INC UNITED TECH OPT SYSTEMS UNITED TECHNOLOGY TOTAL	1,252,970 745 2,000- 15,035 1,399,805 28 9,285 593 984 2,677,444	2.26	32.24

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
10	LORAL CORPORATION CONIC CORPORATION FREQUENCY SOURCES INC LC ACQUIRING CORP LORAL AEROSPACE HOLDINGS INC LORAL ELECTRO-OPTICAL SYSTEMS LORAL FEDERAL SYSTEMS COMPANY LORAL SOLARTRON LORAL TRAINING & TECH SVCS LORAL VUGHT SYSTEMS CORP LORAL/ROLM MIL-SPEC CORP LTV AEROSPACE AND DEFENSE CO NARDA MICROWAVE CORPORATION TOTAL	452,898 4,924 31,228 55,103 352,271 44,800 243,828 174 1,861 170,326 18,234 304,590 888 1,681,127	 1.42	 33.66
11	LITTON INDUSTRIES INC INGALLS SHIPBUILDING INC LITTON SYSTEMS INC WESTERN ATLAS INC TOTAL	120,786 1,188,286 248,979 17,497 1,575,547	 1.33	 34.99
12	WESTINGHOUSE ELECTRIC CORP KNOLL GROUP KNOLL GROUP INC PERCEPTICS CORPORATION SCIENTIFIC ECOLOGY GROUP INC TECHNOLOGY SERVICE CORPORATION WESTINGHOUSE NORDEN SYSTEMS, WESTINGHOUSE REMEDIATION SVCS XETRON CORPORATION TOTAL	1,326,331 26 11,611 485 12,560 5,891 2,249- 114- 2,583 1,357,125	 1.14	 36.14
13	TEXTRON INC AIRFOIL FORGING TEXTRON INC AIRFOIL TEXTRON INC AVCO CORPORATION BELL HELICOPTER TEXTRON INC CADILLAC GAGE TEXTRON INC CESSNA AIRCRAFT COMPANY THE H R TEXTRON INC NORWOOD PRECISION PRODUCTS/CRATRON TOTAL	349,345 1,245 3,053 27,742 845,251 3,396 765- 5,383 927 1,235,577	 1.04	 37.19
14	BOEING COMPANY THE ARGOSYSTEMS INC BOEING AEROSPACE OPERATIONS TOTAL	1,135,917 1,490 57,235 1,194,641	 1.01	 38.20

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1994

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
15	ROCKWELL INTERNATIONAL CORP ALLEN-BRADLEY COMPANY INC TOTAL	1,061,516 67 <hr/> 1,061,583	0.89	39.10
16	AVONDALE INDUSTRIES INC AVONDALE GULFPORT MARINE, INC AVONDALE TECHNICAL SERVICES TOTAL	897,971 3,019 1,108 <hr/> 902,098	0.76	39.86
17	SCIENCE APPLICATIONS INTL CORP AMERICAN SYSTEMS ENGRG CORP TOTAL	836,594 31,089 <hr/> 867,683	0.73	40.60
18	TRW INC ESL INCORPORATED SCI TEC INC TOTAL	746,334 99,678 2,033 <hr/> 848,045	0.71	41.32
19	FULCRUM II LIMITED PARTNERSHIP BATH HOLDING CORP TOTAL	100 797,425 <hr/> 797,525	0.67	41.99
20	GTE CORPORATION CONTEL CORPORATION CONTEL OF CALIFORNIA INC GTE CALIFORNIA INC GTE FLORIDA INCORPORATED GTE GOVERNMENT SYSTEMS CORP GTE HAWAIIAN TELEPHONE CO INC GTE MOBILNET INCORPORATED GTE NORTHWEST INCORPORATED GTE PRODUCTS OF CONNECTICUT GTE SOUTH INCORPORATED GTE SOUTHWEST INCORPORATED TELOS CORPORATION TOTAL	61,566 624,337 3,107 272 368 157- 9,202 66 307 1,816 3,074 1,255 83,089 <hr/> 788,301	0.66	42.66
21	E-SYSTEMS INC E-SYSTEMS MEDICAL ELECTRONICS, HRB SYSTEMS, INC SERV-AIR INC TOTAL	250,445 266 1,285 517,399 <hr/> 769,395	0.65	43.31

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1994

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
22	TEXAS INSTRUMENTS INCORPORATED	<u>690,486</u>		
	TOTAL	690,486	0.58	43.89
23	UNISYS CORPORATION	393,790		
	UNISYS CORPORATIONS GOVERNMENT	174,281		
	UNISYS GOVERNMENT SYSTEMS INC	<u>71,517</u>		
	TOTAL	639,587	0.54	44.44
24	ITT CORPORATION	376,246		
	I T T CANADA LIMITED	59		
	ITT FEDERAL SERVICES CORP	231,181		
	ITT FLUID TECHNOLOGY CORP	1,044		
	ITT SHERATON CORPORATION	<u>121</u>		
	TOTAL	608,651	0.51	44.95
25	COMPUTER SCIENCES CORPORATION	585,748		
	CSC ANALYTICS INC	<u>3,411</u>		
	TOTAL	589,159	0.49	45.45
26	FMC CORPORATION	582,226		
	LINK-BELT CONSTRUCTION EQP CO	<u>29</u>		
	TOTAL	582,256	0.49	45.94
27	INTERNATIONAL BUS MCHS CORP	<u>562,414</u>		
	TOTAL	562,414	0.47	46.42
28	AT&T CORP	501,602		
	A T & T (U K) HOLDINGS LTD	165		
	AT&T COMMUNICATIONS INC	876-		
	AT&T GLOBAL INFO SOLUTIONS CO	28,768		
	AT&T INTERNATIONAL INC	6,320		
	AT&T PARADYNE CORPORATION	1,153		
	MC CAW CELLULAR COMMUNICATIONS	352		
	TERADATA CORPORATION	<u>104</u>		
	TOTAL	537,587	0.45	46.87

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1994

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
29	EXXON CORPORATION ESSO BERMUDA DIVISION OF C ESSO EASTERN INC ESSO HK LTD ESSO STANDARD OIL SA LTD EXXON INTERNATIONAL SERVICES, TOTAL	438,892 505 42 199 625 90,105 530,368	0.44	47.32
30	CARLYLE PARTNERS LEVERAGED CAP BDM CONSTRUCTION COMPANY INC BDM FEDERAL, INC BDM INTERNATIONAL INC TOTAL	100 8,866 187 518,895 528,049	0.44	47.77
31	TENNECO INC CASE CORPORATION TENNESSEE GAS PIPELINE CO TOTAL	3,881 1,716 489,769 495,366	0.41	48.19
32	DYNACORP AEROTHERM CORPORATION B-K DYNAMICS, INC. DYNAIR CFE SERVICES INC DYNACORP AVIATION SERVICES INC MERIDIAN CORPORATION TECHNOLOGY APPLICATIONS, INC TOTAL	352,359 6,803 3,419 164 107,124 14,404 4,508 488,781	0.41	48.60
33	TRACOR INC OTC TRACOR AEROSPACE, INC OTC TRACOR APPLIED SCIENCES, OTC TRACOR FLIGHT SYSTEMS, OTC TRACOR, INC VITRO CORPORATION VITRO SERVICES CORPORATION TOTAL	99 40,823 84,034 23,847 4,245 237,997 74,100 465,146	0.39	49.00
34	BLACK & DECKER CORPORATION EMHART CORPORATION PRC INC. TOTAL	199 300,994 152,461 453,653	0.38	49.38

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1994

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
35	ALLIED SIGNAL INC ALLIED SIGNAL AVIONICS INC ALLIED SIGNAL TECHNICAL SVCS ALLIED-SIGNAL CANADA INC TOTAL	352,080 13,217 87,575 466 453,338	0.38	49.76
36	JOHNS HOPKINS UNIVERSITY TOTAL	442,341 442,341	0.37	50.14
37	OLIN CORPORATION PHYSICS INTERNATIONAL COMPANY ROCKET RESEARCH COMPANY TOTAL	402,808 30,634 2,916 436,358	0.36	50.51
38	MITRE CORPORATION TOTAL	425,274 425,274	0.36	50.87
39	ALLIANT TECHSYSTEMS INC TOTAL	421,849 421,849	0.35	51.23
40	OSHKOSH TRUCK CORPORATION TOTAL	409,359 409,359	0.34	51.57
41	NV KON NEDERLANDSE PETROLEUM M ROYAL LUBRICANTS COMPANY INC SHELL EASTERN TRADING (PTE) LT SHELL MARKETS/MIDDLEAST/LTD SHELL PETROLEUM CO LTD THE SHELL PETROLEUM INC SHELL PETROLEUM NV SHELL-BERMUDA SHOWA SHELL SEKIYU K K TOTAL	174 4,924 4,430 800 80 340,430 193 114 40- 351,104	0.29	51.87
42	FOUNDATION HEALTH CORPORATION OCCUPATIONAL HEALTH SERVICES TOTAL	350,422 164 350,586	0.29	52.17

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1994

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
43	JOHNSON CONTROLS INC JOHNSON CONTRLS WORLD SVCS INC TOTAL	7,132 <u>332,988</u> 340,120	 0.28	 52.45
44	GENCORP INC AEROJET-GENERAL CORPORATION TOTAL	100 <u>331,239</u> 331,339	 0.28	 52.74
45	CAE INC TOTAL	<u>330,025</u> 330,025	 0.27	 53.01
46	BOEING SKORSKY LHX PROGRAM OFF TOTAL	<u>327,548</u> 327,548	 0.27	 53.29
47	FEDERAL EXPRESS CORPORATION TOTAL	<u>327,175</u> 327,175	 0.27	 53.57
48	HARRIS CORPORATION EXECUTIVE CONFERENCE-CENTER LANIER DEUTSCHLAND GMBH LANIER WORLDWIDE INC TOTAL	321,991 307 1,228 <u>138</u> 323,665	 0.27	 53.84
49	MASSACHUSETTS INST OF TECH TOTAL	<u>318,409</u> 318,409	 0.26	 54.11
50	RENCO GROUP, THE INC AM GENERAL CORPORATION TOTAL	100 <u>290,421</u> 290,521	 0.24	 54.36
51	HALLIBURTON COMPANY BROWN & ROOT HOLDINGS INC BROWN & ROOT SERVICES CORP NUS TRAINING CORP TOTAL	100 50,746 220,472 <u>6,763</u> 278,081	 0.23	 54.59

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1994

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
52	SALOMON INC PHIBRO ENERGY USA INC PHIBRO ENERGY, INC TOTAL	100 215,007 <u>62,290</u> 277,397	0.23	54.83
53	HUNT BUILDING CORPORATION TOTAL	<u>265,472</u> 265,472	0.22	55.05
54	HONEYWELL INC SIMONS, LI & ASSOCIATES, INC TETRA TECH INC TOTAL	236,941 430 <u>25,166</u> 262,538	0.22	55.28
55	LOGICON INC LOGICON EAGLE TECHNOLOGY, INC LOGICON R & D ASSOCIATES TOTAL	123,712 53,103 <u>78,541</u> 255,356	0.21	55.49
56	MOTOROLA INC CODEX CORPORATION MOTOROLA COMMUNICATIONS & ELEC MOTOROLA INTL DEV CORP MOTOROLA PAGE-TEL PACIFIC UNIVERSAL DATA SYSTEMS INC TOTAL	205,120 19,438 26,126 433 37 <u>982</u> 252,135	0.21	55.71
57	CHEVRON CORPORATION CHEVRON USA INC TOTAL	113 <u>250,812</u> 250,924	0.21	55.92
58	T I/MARTIN JAVELIN JOINT VENTR TOTAL	<u>248,146</u> 248,146	0.21	56.13

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1994

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
59	COASTAL CORPORATION COASTAL ARUBA REFINING CO N V COASTAL EAGLE POINT OIL CO COASTAL GAS MARKETING CO INC COASTAL OIL NEW ENGLAND, INC COASTAL REFINING & MARKETING COSBEL PETROLEUM CORPORATION COSCOL PETROLEUM CORP TEXCOL GAS SERVICES, INC TOTAL	100 44,449 3,044- 459 8,546 188,291 32 225 9,100 248,158	0.21	56.34
60	CHRYSLER CORPORATION CHRYSLER TECH ARBR SYSTEMS CHRYSLER TECHNOLOGIES CORP ELECTROSPACE SYSTEMS, INC PENTASTAR ELECTRONICS INC TOTAL	224 152,335 338 88,547 6,042 247,486	0.20	56.55
61	ATLANTIC RICHFIELD COMPANY TOTAL	238,945 238,945	0.20	56.75
62	TELEDYNE INC TELEDYNE INDUSTRIES INC TOTAL	70,769 164,933 235,703	0.19	56.95
63	CDA HOLDING INC ALLISON ENGINE COMPANY INC TOTAL	100 216,712 216,812	0.18	57.13
64	UNC INCORPORATED UNC AIRWORK CORPORATION UNC TRI-INDUSTRIES INC TOTAL	208,692 2,726 2,412 213,831	0.18	57.31
65	MESC HOLDINGS INC MESC ELECTRONIC SYSTEMS INC TOTAL	100 201,809 201,909	0.17	57.48
66	BOOZ ALLEN & HAMILTON INC ADVANCED DECISION SYSTEMS TOTAL	196,596 493 197,089	0.16	57.65

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1994

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
67	XEROX CORPORATION RANK XEROX LTD XEROX IMAGING SYSTEMS, INC XES INC TOTAL	183,699 1,802 316 <u>674</u> 186,491	0.15	57.81
68	CLARK ENTERPRISES INC CLARK CONSTRUCTION GROUP INC TOTAL	100 <u>185,981</u> 186,081	0.15	57.97
69	BECHTEL GROUP INC BECHTEL CORPORATION TOTAL	100 <u>185,677</u> 185,777	0.15	58.12
70	DRAPER CHARLES STARK LAB INC TOTAL	<u>182,554</u> 182,554	0.15	58.28
71	MAERSK INC J G C ENTERPRISES CORPORATION MAERSK LINE LTD TOTAL	49,553 2,113 <u>129,083</u> 180,750	0.15	58.43
72	EG&G INC EG&G ASTROPHYSICS RES CORP EG&G FLORIDA INC EG&G INSTRUMENTS INC EG&G POWER SYSTEMS, INC EG&G SEALOL INC EG&G WASH ANALYTICAL SVCS CTR ROTRON INCORPORATED TOTAL	108,685 41 818 244 662 2,909 64,363 <u>359</u> 178,080	0.15	58.58

FISCAL YEAR 199420

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1994

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
78	OGDEN CORPORATION ERC INTERNATIONAL, INC INTERNATIONAL TERMINAL OPER CO OGDEN BIOSERVICES CORPORATION OGDEN ENVMTL & ENRGY SVC CO OGDEN GOVERNMENT SERVICES CORP OGDEN SERVICES CORPORATION SCHAFER, W J ASSOCIATES INC TOTAL	100 22,053 10,137 2,199 50,489 7,907 42,717 18,751 154,353	0.13	59.42
79	SVERDRUP CORPORATION SVERDRUP & PARCEL CONSULTANTS, SVERDRUP CIVIL INC SVERDRUP TECHNOLOGY INC TOTAL	13,234 37 17,034 122,826 153,130	0.12	59.55
80	MORTENSON M A COMPANIES MORTENSON M A COMPANY TOTAL	8,537 143,669 152,206	0.12	59.67
81	SEQUA CORPORATION ARC PROFESSIONAL SVCS GROUP CHROMALLOY AMERICAN CORP CHROMALLOY GAS TURBINE CORP TOTAL	67,470 33,821 1,679 46,709 149,678	0.12	59.80
82	HERCULES INCORPORATED TOTAL	148,599 148,599	0.12	59.93
83	FEDERAL PRISON INDUSTRIES, TOTAL	147,318 147,318	0.12	60.05
84	CIA ESPANOLA DE PETROLEOS SA TOTAL	142,248 142,248	0.12	60.17
85	GOVERNMENT TECHNOLOGY SERVICES TOTAL	139,504 139,504	0.11	60.29

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1994

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
86	ISRAEL AIRCRAFT INDUSTRIES LTD ISRAEL AIRCRAFT INDS INTL TOTAL	137,229 1,394 <hr/> 138,623	0.11	60.41
87	OHM CORPORATION OHM REMEDIATION SERVICES CORP TOTAL	362 138,156 <hr/> 138,518	0.11	60.53
88	ASTRONAUTICS CORP OF AMERICA TOTAL	133,031 <hr/> 133,031	0.11	60.64
89	ENSERCH CORPORATION EBASCO SERVICES INCORPORATED ENSERCH ENVIRONMENTAL CORP ENSERCH SHIRLEY INC TOTAL	10,594 42,319 75,395 76 <hr/> 128,383	0.10	60.75
90	BATTELLE MEMORIAL INSTITUTE BATTELLE DEVELOPMENT CORP TOTAL	112,994 15,264 <hr/> 128,258	0.10	60.86
91	CSX CORPORATION SEA-LAND SERVICE INC TOTAL	100 127,789 <hr/> 127,889	0.10	60.96
92	KUWAIT PETROLEUM CORP TOTAL	126,686 <hr/> 126,686	0.10	61.07
93	MORRISON KNUDSEN CORP DEL CORP MORRISON KNDSEN CORP OHIO CORP MORRISON-KNUDSEN COMPANY, INC NATIONAL PROJECTS, INC TOTAL	5,029 114,352 5,956 224 <hr/> 125,561	0.10	61.18

TABLE 2 (CONCLUDED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1994

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
94	BELL ATLANTIC CORPORATION BACSI (UK) LTD BELL ATLANTIC INVESTMENTS INC BELL ATLANTIC NETWORK SERVICES BELL ATLANTIC-MARYLAND INC BELL ATLANTIC-NEW JERSEY, INC BELL ATLANTIC-VIRGINIA INC BELL ATLANTIC-WASHINGTON DC TOTAL	403 257- 4,052 53,501 8,159 2,344 55,087 836 <hr/> 124,126	0.10	61.28
95	ARVIN INDUSTRIES INC SPACE INDUSTRIES INTERNATIONAL TOTAL	1,152 122,855 <hr/> 124,007	0.10	61.39
96	VANADIUM ENTERPRISES CORP SSI SERVICES INC TOTAL	1,152 122,498 <hr/> 123,650	0.10	61.49
97	PHILIPP HOLZMANN AG HOLZMANN PHILIPP USA INC HOLZMANN TECHNISCHER SVC GMBH JONES J A CONSTRUCTION CO JONES, J A INC TOTAL	2,155 23,176 2,185 72,952 21,970 <hr/> 122,439	0.10	61.60
98	ESCO ELECTRONICS CORPORATION DEFENSE HOLDING CORP ELECTRONICS & SPACE CORP HAZELTINE CORPORATION RANTEC MICROWAVE & ELECTRONICS SOUTHWEST MOBILE SYSTEMS CORP VACCO INDUSTRIES TOTAL	550 748 20,889 39,062 2,845 56,934 623 <hr/> 121,652	0.10	61.70
99	CERIDIAN CORPORATION TOTAL	121,483 <hr/> 121,483	0.10	61.80
100	JACOBS ENGINEERING GROUP INC JACOBS CONSTRUCTORS INC TOTAL	111,647 1,583 <hr/> 113,230	0.09	61.90